



**Company Name** Enstrat Analytics, LLC

**Company Website** www.enstrat.com

**1. Legal name of Applicant and the name under which the Applicant proposes to do business in Delaware.**

Enstrat Analytics, LLC      d/b/a \_\_\_\_\_  
Name

- ☐ Applicants with a d/b/a must submit a copy of the Registration of Trade, Business & Fictitious Name Certificate for each of the three Delaware counties.

Provided in **Exhibit NA**

- ☐ Provide a list of names under which the Applicant, its Affiliated Interests, or any current or previous officer, director, or manager has previously done business in Delaware.

Provided in **Exhibit NA**

**1. Tax identification number:** 26-1502447  
Federal Tax ID Number

**2. Certifications:**

Certifications issued by the state of formation or incorporation that the Applicant is in good standing and qualified to do business in that state.

☒ Provide a Certificate of Good Standing issued by the Secretary of State of the state of formation or incorporation (if different from the State of Delaware) dated within the past 12 months certifying that the Applicant is in good standing and qualified to do business in Delaware. Provided in **Exhibit 1**

☒ Provide a copy of the Applicants Business License certifying that the Applicant is registered and/or qualified to do business in the state of formation or incorporation (if different from the State of Delaware). Provided in **Exhibit 2** (see Waiver Request question 27)

**3. Authority to do Business:**

Each Applicant will provide a copy of the following documentation:

☒ Provide a Certificate of Good Standing issued by the Delaware Secretary of State dated within the past 12 months certifying that the Applicant is in good standing and qualified to do business in Delaware. Provided in **Exhibit 3**

☒ Provide a copy of the Applicants Delaware Business License certifying that the Applicant is registered and/or qualified to do business in Delaware. Provided in **Exhibit 4**

**4. Delaware Registered Agent:**

Each Applicant shall provide a designation in writing of the name and address of a person resident within the State of Delaware upon which service of any notice, order or process may be made. This information must be updated if changed.

Capitol Services, Inc

Name

1675 South State Street, Ste B Dover, DE 19901

Address

800.316.6660

Phone

**5. Leadership:**

Provide the names, titles, addresses, and telephone numbers of the Applicants' principal officers, directors, partners, or other similar officials. Provided in **Exhibit 5**

**6. Corporate Structure:**

Each Applicant shall provide a description of the Applicant's corporate structure, including all parent, affiliated, and subsidiary companies. Additionally, please provide a graphical depiction of such structure. Provided in **Exhibit NA**

Enstrat Analytics is an unincorporated business entity registered in Vermont that is managed solely by its owner. Enstrat Analytics does not have any parent, affiliate or subsidiary relationships

7. Name, title, and telephone number of a Regulatory Contact Person: This person will ordinarily be the initial point of contact for resolving complaints filed with the Commission. The Commission will also send any correspondence to this person. This information is required to be updated if there is a change.

Brandon Fowler

Name of Regulatory Contact

Principal

Title

802.888-1602

Telephone Number

b.fowler@enstrat.com

Email Address

8. **Name, title, and telephone number of Complaint Contact Person:** If contact is different from the Regulatory Contact.

Brandon Fowler

Delaware Public Service Commission  
Electric Broker Certificate

Name of Complaint Contact

Principal

Title

802.888-1602

Telephone Number

B.fowler@enstrat.com

Email Address

9. **Name, title, and telephone number of Applicant's Attorney:** This person will ordinarily be the initial point of contact for resolving complaints filed with the Commission. The Commission will also send any correspondence to this person. This information is required to be updated if there is a change.

\_\_\_\_\_  
Name of Attorney

\_\_\_\_\_  
Firm

\_\_\_\_\_  
Address

\_\_\_\_\_  
Telephone Number

\_\_\_\_\_  
Email Address



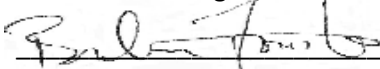
No Attorney

10. **Toll-free telephone number of Applicants customer service department:** This number will be listed on the Commission's website as a resource for existing and potential customers.

1 888 750 6866

Toll-free customer service number

11. **Consent to Jurisdiction:** A statement consenting to the jurisdiction of the Delaware courts for acts or omissions arising from the Electric Supplier's and its Agent's in the State.

  
\_\_\_\_\_

By (signature)

Brandon Fowler

Typed or Printed Name

Principal

Title

## 12. Criminal activities statement:

- ☐ A statement detailing any criminal activities, except for misdemeanors or lesser violations, of which the Applicant, any of its Affiliated Interests, officers, and directors (and prior officers and directors who left the Applicant's employ less than three (3) months before the filing of the application) have been convicted. Any criminal disclosure shall include a copy of any order of conviction and restitution. Provided in **Exhibit** \_\_\_\_\_
- ☒ Neither the Applicant nor its affiliated interests, officers or directors have been charged or convicted of any criminal activities

## 13. Certified Financial Statements and other indicia of financial capability: Applicants submitting European-style financial statements shall include a statement of similarity.

- ☐ Provide copies of certified financial statements (balance sheet, income statement, statement of cash flows current within twelve (12) months of the filing).  
Provided in **Exhibit NA** (If publicly traded the Applicant must submit the certified financial statements AND its most recent annual report to the shareholders and SEC Form 10-K, or a link to the report on the SEC website. If not publicly traded, the Applicant must submit the accounting statements, including balance sheet and income statement, audited financial statements, bank account statements, tax returns or other indicia of financial capability, or if applicable, the certified financial statements of a publicly traded parent.)
- ☒ Other indicia of financial capability submitted in support of the application (should be current within twelve (12) months of the filing). Provided in **Exhibit 6**

## 14. Bankruptcy disclosure:

- ☐ See **Exhibit** \_\_\_\_\_ for detailed statement of all bankruptcy proceedings filed by the Applicant in the past 24 months
- ☒ Neither the Applicant nor its affiliated interests has filed bankruptcy in the past 24 months

## 15. Compliance with Regional Requirements:

- ☒ Applicant agrees to only work with an entity that complies with PJM's requirements and is a Certified Electric Supplier in Delaware.

Provide a brief a list of Electric Suppliers through which the Applicant intends to arrange for the sale of electricity (**any change to this list must be updated with the Commission within five (5) Business Days of the change**):

Constellation  
ChampionEnergy  
DirectEnergy  
MidAmericanEnergy

**16. Description of the nature of the business being conducted:** Description of service, types of customers and geographic area to be served. Description of service:

Types of Customers: *Check all that apply*

- ☐ Residential      ☒ Large Commercial  
☐ Industrial      ☐ Small Commercial

Geographic Area: *Applicant should check one or both*

- ☒ Delmarva Power & Light Service Territory  
☐ Delaware Electric Cooperative Services Territory

**17. Relevant retail experience of each principal officer responsible for Delaware operations.** In order to fulfill the requirements of the Supplier Rules an Applicant must present substantial evidence of technical and managerial competency the Applicant must submit, in an attachment, detailed professional resumes including dates, jobs/ job titles and duties for each principal officer responsible for operations in Delaware.

☒ Provided in **Exhibit 7**

**18. List of states presently selling electric supply/broker services and a list of state with pending applications:** Please provide a list of the states in which the Applicant, or any of its affiliates, is now or has been engaged in the retail sale of electricity, status of the application (approved or pending), type of license, license number (if approved) or commission docket number (if pending):

State: \_\_\_\_\_ Status: \_\_\_\_\_ Type of License: \_\_\_\_\_ License No: \_\_\_\_\_ Date Issued: \_\_\_\_\_  
 State: \_\_\_\_\_ Status: \_\_\_\_\_ Type of License: \_\_\_\_\_ License No: \_\_\_\_\_ Date Issued: \_\_\_\_\_  
 State: \_\_\_\_\_ Status: \_\_\_\_\_ Type of License: \_\_\_\_\_ License No: \_\_\_\_\_ Date Issued: \_\_\_\_\_  
 State: \_\_\_\_\_ Status: \_\_\_\_\_ Type of License: \_\_\_\_\_ License No: \_\_\_\_\_ Date Issued: \_\_\_\_\_  
 State: \_\_\_\_\_ Status: \_\_\_\_\_ Type of License: \_\_\_\_\_ License No: \_\_\_\_\_ Date Issued: \_\_\_\_\_  
 State: \_\_\_\_\_ Status: \_\_\_\_\_ Type of License: \_\_\_\_\_ License No: \_\_\_\_\_ Date Issued: \_\_\_\_\_

\*If more space is required please attach a separate sheet of paper with the above information. Provided in **Exhibit 8**

\*\*Applicant shall provide a copy of any order or decision from the state's public utility commission for each state listed above. Provided in **Exhibit** \_\_\_\_\_

**19. List of states in which Applicant has received authority to sell/broker services but is not currently providing services.**

Delaware Public Service Commission  
Electric Broker Certificate

State: \_\_\_\_\_ Status: \_\_\_\_\_ Type of License: \_\_\_\_\_ License No: \_\_\_\_\_ Date Issued: \_\_\_\_\_  
 State: \_\_\_\_\_ Status: \_\_\_\_\_ Type of License: \_\_\_\_\_ License No: \_\_\_\_\_ Date Issued: \_\_\_\_\_  
 State: \_\_\_\_\_ Status: \_\_\_\_\_ Type of License: \_\_\_\_\_ License No: \_\_\_\_\_ Date Issued: \_\_\_\_\_  
 State: \_\_\_\_\_ Status: \_\_\_\_\_ Type of License: \_\_\_\_\_ License No: \_\_\_\_\_ Date Issued: \_\_\_\_\_

\*Applicant shall provide a copy of any order or decision from the state's public utility commission for each state listed above. Provided in **Exhibit 9**

**20. Other Proceedings - List of states or federal jurisdictions in which Applicant or its Affiliated Interests has been denied approval and/or had authority revoked.**

State: \_\_\_\_\_ Date certified: \_\_\_\_\_  
 State: \_\_\_\_\_ Date certified: \_\_\_\_\_

\*If the applicant has been denied approval or had its authority revoked by a state Commission please provide a detailed explanation for each state. Provided in **Exhibit NA**

☒ Applicant has never been denied or revoked

**21. List of States or Federal jurisdictions in which the Applicant or any of its Affiliated Interests has been found to be in violation of a state's laws, rules or regulations.**

Provided in **Exhibit NA**

**22. Please provide a copy of any settlement, adjudication, or court order with respect to an action filed by a state Attorney General, the Federal Trade Commission, or U.S. Department of Justice concerning the Applicant's participation in retail and federal electricity, natural gas, or telecommunications markets.**

Provided in **Exhibit NA**

**23. Pending Proceedings for revocation/suspensions:** Applicant shall provide a list of proceedings in which a revocation or suspension of authority to sell or broker electricity is pending or has been adjudicated, and the name case number, venue, final orders and settlement agreements for each case identified.

State: \_\_\_\_\_ Case Number: \_\_\_\_\_ Venue: \_\_\_\_\_ Final Order No: \_\_\_\_\_ Date Issued: \_\_\_\_\_  
 State: \_\_\_\_\_ Case Number: \_\_\_\_\_ Venue: \_\_\_\_\_ Final Order No: \_\_\_\_\_ Date Issued: \_\_\_\_\_  
 State: \_\_\_\_\_ Case Number: \_\_\_\_\_ Venue: \_\_\_\_\_ Final Order No: \_\_\_\_\_ Date Issued: \_\_\_\_\_

☐ Additional information provided in **Exhibit NA**

**24. Security:** The Commission may determine that an Applicant requesting to be a Broker is required to post security in the amount of \$10,000 in order to ensure that the Applicant has sufficient financial ability to operate as a Broker in the State. This will be determined on a case-by-case basis.

**25. Any other information:**

- ☐ Other material submitted in support of the Application. Provided in **Exhibit**
- ☒ No other supporting material is provided

26. **Verification of Application:** The Application must be accompanied by a signed, notarized verification of a principal officer of the Applicant stating that all information in the application is true and correct as filed to the best of the principal's or officer's belief. Where the Applicant is a corporation or an association, the verification shall be signed by an officer thereof and notarized. (See Attachment A for an example)

- ☒ Verification is provided in **Exhibit** 10

27. **Waiver of certification requirements:** Only applicable to Applicants requesting a waiver.

☒ Applicant requests a waiver of the requirements in Section(s) 2. Please provide a detailed explanation in support of the request for a waiver below: If additional space is required please attach additional sheets of paper to the Application as necessary.

☒ Provided in **Exhibit** 2

The State of Vermont does not issue business Licenses for firms operating in the energy sector. Exhibit 2 details the various business types that are required to obtain a license and none are relevant or required for Enstrat's business classification.

- ☐ No waiver requested

28. **Marketing Plans and Materials:** If the Applicant intends to serve Residential and Small Commercial, the Applicant shall provide the marketing plan and all marketing materials (please see Reg. 49, Supplier Rule - **Sections 2.2.13 – 2.2.14** for a complete list of materials to be submitted. Please provide a description of the marketing plan(s) and/or methods Applicant plans to use in Delaware, the description should identify whether Door-to-Door, Telemarketing, direct mail, or other marketing channels will be used and, where applicable, the identification of third party vendors that the Applicant will utilize. Additionally, please include the manner in which the Applicant will ensure oversight, training, and compliance with the Supplier Regulations.

---



---



---



---

- ☐ Additional information provided in **Exhibit** NA

Attachment B

**Attestation of Submission of Confidential, Proprietary, and Privileged Material  
Per 26 Del. Admin. C. § 1001-1.11**

I, [NAME], [TITLE] of [COMPANY/ORGANIZATION], do hereby attest, under penalty of perjury, that [DESCRIPTION OF DOCUMENT / INFORMATION] is 1) not a “public record” as defined by 29 Del. C. § 10002(l) because it is [DESCRIPTION OF REASON AND SPECIFIC EXEMPTION UNDER 29 Del. C. § 10002(l)]; and 2) is not subject to inspection by either the public or by other parties unless an appropriate proprietary agreement is executed. As such, I request that the Delaware Public Service Commission accord confidential treatment to [DESCRIPTION OF DOCUMENT / INFORMATION] in accordance with 26 Del. Admin. C. § 1001-1.11. In compliance with 26 Del. Admin. C. § 1001-1.11.3, I have submitted, attached to this Attestation, for filing a copy of the document described above without the confidential information, with an indication that the claimed confidential information has been deleted.

Executed [DATE]

\_\_\_\_\_  
[NAME]

[STATE]

[COUNTY]

Sworn to and subscribed before me on [DATE] by [NAME]

\_\_\_\_\_  
[NOTARY SEAL]

[NOTARY NAME]

My commission expires: \_\_\_\_\_



**Checklist of Required Items for Electricity Broker Applications – Applications may be rejected if documents are not available at the time of submission.**

- ☐ Registration of Trade, Business & Fictitious Name Certificate for each Delaware County where business is expected to be conducted Exhibit NA
- ☐ Names under which Applicant or its Affiliated Interests, or any current or previous officer, director, or manager has done business in Delaware Exhibit NA
- ☒ Certification Documents from the state of formation or incorporation Exhibit 1
- ☒ Delaware Certificate of Good Standing Exhibit 3
- ☒ Delaware Business License Exhibit 4
- ☒ Leadership Information Exhibit 5
- ☒ Graphical Depiction of Corporate Structure Exhibit NA
- ☐ Criminal Activities Statement Exhibit NA
- ☒ Certified Financial Statements (dated within one year of filing), 10-K and Annual Report to Shareholders (if required) Exhibit 7 \*If filed under confidential seal a redacted version and attestation must be uploaded separately in DelaFile Publicly traded applicants – recent annual report and SEC Form 10-K Exhibit 6
- ☐ Bankruptcy disclosure Exhibit NA
- ☐ Security Bond (if required by the Commission) Exhibit
- ☒ Verification of Application Exhibit 10
- ☐ Marketing Plans and Materials Exhibit NA
- ☒ States presently selling electricity supply/broker services and pending applications (if additional space is required) Exhibit 8
- ☒ States in which authority to supply services has been received but not currently providing services Exhibit 9
- ☐ State or Federal Jurisdictions where Applicant or affiliate interest has been found in violation of state's laws, rules or regulations Exhibit NA
- ☐ Any settlement, adjudication, or court order in reference to any action taken by a state Attorney General, the Federal Trade Commission, the U.S. Department of Justice concerning the Applicants participation in listed markets Exhibit NA

**Additional Items for Suppliers:**

- ☐ List of states in which Applicant has been denied approval and/or had authority revoked (detailed explanation) Exhibit NA
- ☐ Pending Proceedings Exhibit NA
- ☐ Security Bond (if required) Exhibit
- ☐ Other materials submitted in support of the Application Exhibit NA

**Exhibit 1**

**Certificate of Good Standing issued by the Secretary of State of the state of formation or  
incorporation**

STATE OF VERMONT  
OFFICE OF SECRETARY OF STATE

Certificate of Good Standing

I, James C. Condos, Vermont Secretary of State, do hereby certify that according to the records of this office

ENSTRAT ANALYTICS, LLC

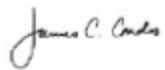
a Domestic Limited Liability Company formed under the laws of the State of VERMONT, was filed for record in this office on Nov 15, 2007.

I further certify that the company has perpetual duration, that its most recent annual report is on file, and that as of this date, articles of dissolution / withdrawal have not been filed.

April 04, 2018

Given under my hand and the seal of the State of Vermont, at Montpelier, the State Capital.



  
James C. Condos  
Vermont Secretary of State

Business ID: 0006075  
Certificate Number: 2013468664001

### Exhibit 2-Business License Waiver

The State of Vermont does not require or issue a business license for firms in the energy sector. Below find the relevant page from the State of Vermont Secretary of State indicating the types of business entities requiring a business license. **Enstrat does not fall into any of the listed categories and is not required to hold a license.**

## The Vermont Statutes Online

[Title 3 : Executive](#)

[Chapter 005 : Secretary Of State](#)

*Subchapter 003 : Professional Regulation*

**(Cite as: 3 V.S.A. § 122)**

- **§ 122. Office of Professional Regulation**

The Office of Professional Regulation is created within the Office of the Secretary of State. The Office shall have a director who shall be appointed by the Secretary of State and shall be an exempt employee. The following boards or professions are attached to the Office of Professional Regulation:

- (1) Board of Architects
- (2) Board of Barbers and Cosmetology
- (3) Board of Chiropractic
- (4) Board of Allied Mental Health Practitioners
- (5) Board of Dental Examiners
- (6) Board of Funeral Service
- (7) Board of Professional Engineering
- (8) Board of Land Surveyors
- (9) [Repealed.]
- (10) Board of Nursing
- (11) Nursing Home Administrators
- (12) Opticians
- (13) Board of Optometry
- (14) Board of Osteopathic Physicians and Surgeons
- (15) Board of Pharmacy
- (16) Physical Therapists
- (17) Board of Radiologic Technology
- (18) Board of Private Investigative and Security Services

- (19) Board of Public Accountancy
- (20) Board of Veterinary Medicine
- (21) Motor Vehicle Racing
- (22) Boxing
- (23) Board of Psychological Examiners
- (24) Real Estate Commission
- (25) Clinical Social Workers
- (26) Acupuncturists
- (27) Tattooists and Body Piercers
- (28) Hearing Aid Dispensers
- (29) Board of Real Estate Appraisers
- (30) Auctioneers
- (31) Occupational Therapists
- (32) Dietitians
- (33) Respiratory Care Practitioners
- (34) Psychoanalysts
- (35) Foresters
- (36) [Repealed.]
- (37) Naturopathic Physicians
- (38) Athletic Trainers
- (39) Midwifery
- (40) Electrology
- (41) Audiologists and Speech-Language Pathologists
- (42) Landscape Architects
- (43) Property Inspectors
- (44) Applied Behavior Analysts
- (45) Alcohol and Drug Abuse Counselors
- (46) Potable Water Supply and Wastewater System Designers
- (47) Pollution Abatement Facility Operators

Exhibit 3  
Certificate of Good Standing issued by the Delaware Secretary of State

**Delaware**  
The First State

Page 1

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF  
DELAWARE, DO HEREBY CERTIFY "ENSTRAT ANALYTICS, LLC" IS DULY  
REGISTERED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD  
STANDING AND HAS A LEGAL EXISTENCE SO FAR AS THE RECORDS OF THIS  
OFFICE SHOW, AS OF THE SIXTEENTH DAY OF APRIL, A.D. 2018.

AND I DO HEREBY FURTHER CERTIFY THAT THE SAID "ENSTRAT  
ANALYTICS, LLC" WAS REGISTERED ON THE THIRTEENTH DAY OF APRIL, A.D.  
2018.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL TAXES HAVE BEEN  
ASSESSED TO DATE.



6843693 8300  
SR# 20182705578


You may verify this certificate online at [corp.delaware.gov/authver.shtml](http://corp.delaware.gov/authver.shtml)

A handwritten signature of Jeffrey W. Bullock in black ink, written over a horizontal line.

Jeffrey W. Bullock, Secretary of State

Authentication: 202516430  
Date: 04-16-18

**Exhibit 4**  
**Applicants Delaware Business License**

LICENSE NO. 2009605762 POST CONSPICUOUSLY		STATE OF DELAWARE DIVISION OF REVENUE		<b>VALID</b> 01/01/18 - 12/31/18 NOT TRANSFERABLE
DLN: 18 60045 46	BUSINESS GUIDE GROUP CODE	099 007	LICENSED ACTIVITY	PROFESSIONAL AND/OR PRSL SRVCS-UNCLASSIFIED PROFESSIONAL AND/OR PERSONAL SERVICES
DATE ISSUED: 01/04/18		**VALIDATED**		<b>2018</b>
LICENSE FEE: \$ 75.00		<b>BUSINESS LICENSE</b>		
MAILING ADDRESS		BUSINESS LOCATION		
ENSTRAT ANALYTICS, LLC 331 SPRING HILL RD MORRISVILLE VT 05661-8368				ENSTRAT ANALYTICS, LLC 331 SPRING HILL RD MORRISVILLE VT 05661-8368
IS HEREBY LICENSED TO PRACTICE, CONDUCT OR ENGAGE IN THE OCCUPATION OR BUSINESS ACTIVITY INDICATED ABOVE IN ACCORDANCE WITH THE LICENSE APPLICATION DULY FILED PURSUANT TO TITLE 30, DEL. CODE.				JENNIFER R. HUDSON DIRECTOR OF REVENUE

**Exhibit 5**  
**Leadership**

*Provide the names, titles, addresses, and telephone numbers of the Applicants' principal officers, directors, partners, or other similar officials.*

Brandon Fowler

Principal officer

Principal

Title

331 Spring Hill Road

Morrisville, VT 05661

Address

802.888-1602

Telephone number

**Exhibit 6**  
**Other indicia of financial capability**

9:36 AM  
05/14/18  
Cash Basis

**Enstrat Analytics, LLC**  
**Profit & Loss**  
**May 14, 2017 through May 14, 2018**

Enstrat Analytics, LLC Income Statement

	<u>May 14, '17 - May 14, 18</u>
<b>Ordinary Income/Expense</b>	
Income	
Consulting Income	518,527.54
<b>Total Income</b>	<u>518,527.54</u>
Expense	
Bank Service Charges	0.00
Computer and Internet Expenses	2,545.42
Dues and Subscriptions	2,450.00
Insurance Expense	27,710.10
Office Supplies	93.73
Personal	2,920.59
Postage and Delivery	184.64
Professional Fees	249,644.39
Telephone Expense	2,041.47
<b>Total Expense</b>	<u>287,590.34</u>
<b>Net Ordinary Income</b>	230,937.20
<b>Other Income/Expense</b>	
Other Expense	
Ask My Accountant	317.00
Estimated Federal Tax Payment	28,960.00
Estimated State Tax	9,960.00
<b>Total Other Expense</b>	<u>39,237.00</u>
<b>Net Other Income</b>	<u>-39,237.00</u>
<b>Net Income</b>	<u>191,700.20</u>



9:39 AM  
05/14/18

**Enstrat Analytics, LLC**  
**Statement of Cash Flows**  
May 14, 2017 through May 14, 2018

Enstrat Analytics, LLC Cash Flow Statement

	<u>May 14, '17 - May 14, 18</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	126,386.59
Adjustments to reconcile Net Income to net cash provided by operations:	
Accounts Receivable	<u>71,313.61</u>
Net cash provided by Operating Activities	<u>197,700.20</u>
<b>FINANCING ACTIVITIES</b>	
Members Draw	<u>-179,842.05</u>
Net cash provided by Financing Activities	<u>-179,842.05</u>
 Net cash increase for period	 17,858.15
 Cash at beginning of period	 <u>25,762.96</u>
Cash at end of period	<u><u>43,621.11</u></u>

### Exhibit 7

## Relevant retail experience of each principal officer responsible for Delaware operations

### Brandon Fowler

---

331 Spring Hill Road Morrisville, Vermont 05661 802.888-1602

---

#### **Enstrat Analytics, LLC**

*Principal-November 2007-present*

Assist with energy supply solicitations in retail markets. Responsible for strategy development, interactions with market participants and contract negotiation. Provide strategic planning assistance to developers of renewable energy projects.

Responsibilities include:

- Energy supply strategic planning
- Management of energy supply solicitations
- Risk management
- Contract negotiation

#### **Honeywell International**

*Director, Energy Market Services-September 2002-November 2007*

Responsible for developing energy supply strategies for industrial and large commercial end-users integrating demand-side opportunities. Monitor wholesale commodity energy markets to support long-term strategic planning. Responsibilities included:

- Strategic planning
- Conducting competitive energy solicitations
- Contract negotiation
- Alternative fuels procurement

#### **Pace Global Energy Services-Fairfax, Virginia**

*Vice President, Energy Market Services-December 1995- August 2002*

Formed Power Market Services practice within international energy management consulting firm. Supervised power and natural gas supply transactions for industrial, commercial, and utility clients throughout North America. Developed strategic plans and market and regulatory analysis and provided energy management consulting services. Responsibilities included:

- Development of power procurement methods designed to manage industrial and utility client commodity price risk.
- Responsible for managing over \$800 million in energy market transactions.
- Responsible for delivery of division work product.

#### **Overton Power District-Overton, Nevada**

*Power Market Specialist-January 1994-December 1999*

Responsible for load forecasting, power procurement and portfolio management in wholesale electricity markets.

*Administrative Assistant-1994-January 1988*

Represented Nevada utilities in Congressional lobbying effort that resulted in new federal legislation related to oversight of federal hydropower facilities. Served on tri-state commission charged with adapting to regulatory modifications governing Colorado River operations.

**Exhibit 8**

**List of states presently selling electric supply/broker services and a list of state with pending applications:**

Enstrat Analytics, LLC does not hold a supply/broker services license in any other state/jurisdiction.

**Exhibit 9**

**List of states in which Applicant has received authority to sell/broker services but is not currently providing services.**

Enstrat Analytics, LLC does not hold a supply/broker services license in any other state/jurisdiction.

**Exhibit 10**  
**Verification of Application**

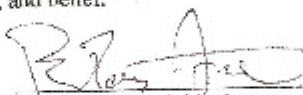
10

Delaware Public Service Commission  
Electric Broker Certificate

Attachment A  
**VERIFICATION**

STATE OF Vermont )  
COUNTY OF Lamoille ) SS

On this 29 day of May, 2018, personally came before me, the subscriber, a Notary Public in and for the state and county aforesaid, Brandon Fowler [name of individual who is signing, e.g., President, Vice President, Sole Member/Manager, Trustee, etc.] as the Principal [authority of individual or title of individual who is signing, e.g., President, Vice President, Sole Member/Manager, Trustee, etc.] of Fushtat Analytics [name of company or entity that is filing], known to me personally to be such or having presented to me satisfactory evidence of identity, and acknowledged this document to be [his or her] act and deed and the act and deed of such LLC [type of filer, e.g., corporation, limited liability company, etc.], that the signature of such individual is in [his or her] own proper handwriting, and that the facts set forth in this Application [type of filing, e.g., application, petition, etc.] are true and correct to the best of [his or her] knowledge, information, and belief.

  
Signature of individual  
Printed Name: Brandon Fowler

SIGNED AND SWORN (OR AFFIRMED) before me on this 29 day of May, 2018 by Brandon Fowler (name of individual who signed above).

  
Signature of Notarial Officer

SEAL

Administrative Clerk, Notary Public  
Title (e.g., Notary Public) Notary

My Commission Expires:

02-10, 2019